

# Sunnyvale

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## BUSINESS PAGE

The Economic  
Development  
Newsletter  
for Sunnyvale  
Businesses

Winter 2007

2007 Rising  
Star Breakfast

The City of Sunnyvale Economic Development program will be recognizing its Rising Stars for 2006 on Thursday, February 1, 2007. The Rising Stars are businesses and organizations recognized by the following:

- Silicon Valley Business Journal – Fastest-Growing Private Companies
- HR Magazine – 25 Best Medium Companies to Work for in America
- Fortune Magazine – 100 Fastest-Growing Companies
- Deloitte & Touche: Technology Fast 50

The keynote speaker will be Christopher DiGiorgio, Managing Director, Northern California for Accenture LLP. The event will take place at the Sheraton Sunnyvale from 7:30 a.m.-10:00 a.m. The cost per person is \$25.00 and it includes breakfast. Please contact Economic Development for more information or to RSVP at 408-730-7607 or email [econdev@ci.sunnyvale.ca.us](mailto:econdev@ci.sunnyvale.ca.us). RSVP deadline is Wednesday, January 17, 2007.

Rising  
Stars

The City of Sunnyvale will be hosting informational meetings to discuss affordable home ownership opportunities and the opening of the BMR Wait List in early 2007. Meetings will be held at The Del Monte Building, 100 S. Murphy Ave., #103, 3<sup>rd</sup> Floor, on January 25, 2007 starting at 11 a.m.-1 p.m. and again from 4 p.m.-7 p.m. (meetings starting every half-hour). Additional information regarding the City's Affordable Housing Program can be found at [www.sunnyvale.ca.gov/housing](http://www.sunnyvale.ca.gov/housing) or by calling 408-730-7456.

Affordable Home  
Ownership  
Opportunities



## Let the Green Business Program Work for You

Customers, investors and employees are interested in businesses that demonstrate their willingness to address environmental concerns. Would your business like to get recognition for being environmentally responsible and even save money in the process? If so, then your business should join the Santa Clara County Green Business Program.

This no-cost program coordinates the following services:

- Energy audits through PG&E to reduce your energy usage
- Water audits through Santa Clara Valley Water District to reduce your water usage
- Waste audits through the City of Sunnyvale Recycling Program to reduce your garbage

In these areas, as well as in pollution prevention, the program will help your business identify what has already been accomplished and what additional measures can be implemented to improve your business operations. By meeting the required number of measures in each area, your business could receive Green Business certification!

To sign up or for more information, call the Santa Clara County Green Business Program at 408-441-4329 or e-mail [Gretchen.Hayes@aem.sccgov.org](mailto:Gretchen.Hayes@aem.sccgov.org).

## 2006 Small Business Resource Fair Wrap Up

On Wednesday, November 15, the City of Sunnyvale's Economic Development Division and NOVA@CONNECT! Business Services hosted the second annual Small Business Resource Fair. The event was held at the Sunnyvale Community Center located at 550 East Remington Avenue.

The Small Business Resource Fair was held to educate interested parties on the multitude of small business opportunities available to start-up and small businesses. The event was structured to include a mix of presentations from the U.S. Department of Commerce Export Assistance Center, Sunnyvale Chamber of Commerce, and Silicon Valley Small Business Development Center.

The City of Sunnyvale would like to thank the following organizations for their participation at this event:

- AFB Business Solutions
- Better Business Bureau of Silicon Valley
- The Board of Equalization
- Astro Finance
- Cal Protek
- Center for International Trade Development
- City of Sunnyvale Departments:
  - Economic Development Division
  - Building Division
  - Library (Business Services)
  - Parks & Recreation
  - Recycling Program

- Filipino American Chamber of Commerce
- Greater San Jose Hispanic Chamber of Commerce
- Hispanic Chamber of Commerce Silicon Valley
- Integrated Financial & Insurance Benefits
- La Oferta
- NOVA@CONNECT! Business Services
- Silicon Valley SCORE
- Small Business Development Center
- Start Up
- The WAVE Magazine
- U.S. Department of Commerce (Export Assistance Center)
- Valle & Associates
- World Financial Group

In addition, we would like to offer a special thank you to the following organizations for co-sponsoring the event:

- **Alianza Metropolitan News**
- **Sunnyvale Chamber of Commerce**

For more information about the Small Business Resource Fair or to indicate a willingness to participate next year, please contact Economic Development at 408-730-7607 or by e-mail at [econdev@ci.sunnyvale.ca.us](mailto:econdev@ci.sunnyvale.ca.us).

To learn more about the City of Sunnyvale's Economic Development Division, please visit us on the web at [www.sunnyvale-econdev.com](http://www.sunnyvale-econdev.com).

# Business Solutions

Monte Campbell, president of Innovative HR Management (IHRM), knew he wanted to expand the company's customer base, but he needed assistance in moving forward. He contacted NOVA@CONNECT! Business Services, the regional one-stop center for business services, and met with a NOVA business liaison.

NOVA's staff helped him identify possible solutions, and referred him to SCORE for no-cost small business counseling. Monte was impressed with the outcome. "Our consultation was very successful. SCORE expanded our list of options significantly," he said. "The people we received guidance from were very professional and made the experience a delight." IHRM's business is now booming.

NOVA@CONNECT! Business Services has assisted hundreds of businesses with staffing, training, outplacement, and referrals. NOVA takes great pride in providing services to businesses throughout Silicon Valley—from the high-tech giants in its Sunnyvale backyard to family-owned, local businesses in Milpitas.

Invax Technologies of Sunnyvale turned to NOVA@CONNECT! Business Services when it needed urgent staffing assistance. NOVA's team responded quickly by marketing the Invax opportunity throughout the community and

providing comprehensive placement services—all free of charge to the company. According to Susy Khan, director of operations for Invax, "The pool of candidates has been great." She was delighted with the quality customer service and continues to rely on NOVA for her staffing needs.

NOVA@CONNECT! Business Services wants to help your company succeed. Whether you're in need of staffing, upgrading the skills of your current workers, looking to grow your business, or preparing for a workforce reduction, the expert staff of NOVA@CONNECT! Business Services is ready to help find innovative, customized solutions that meet your needs. Most services are available at little or no cost.

For more information on these services, contact our business liaisons at 408-730-7830. For additional information about NOVA and its services, visit [www.novaworks.org/businesses/](http://www.novaworks.org/businesses/).

*NOVA is an equal opportunity employer/program and is administered by the City of Sunnyvale.*



**Business Solutions  
that Work for You**



## Career Fair

The City of Sunnyvale and its partners will be hosting the 7<sup>th</sup> annual Career Fair at Fremont High School during the spring of 2007. Fremont High School is located at 1279 Sunnyvale-Saratoga Road in Sunnyvale. Last year, we had over 2,000 students from different schools and agencies attend the event. More details will be available in late January, 2007. If you would like to be a participant at the Career Fair, please contact Economic Development staff at 408-730-7607 or [econdev@ci.sunnyvale.ca.us](mailto:econdev@ci.sunnyvale.ca.us).

**7th Annual  
Career Fair  
Scheduled for  
Spring 2007**

Happy New Year!

Support your local  
Sunnyvale businesses!



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BUSINESS PAGE

City of Sunnyvale  
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Sunnyvale, CA 94088-3707

*Sunnyvale*



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## Sunnyvale Boards and Commissions Program An Overview

Boards and Commissions in Sunnyvale have a long history and are an integral and important part of the City's governmental and community outreach processes. As the decision-making authority for the City, Council receives important advisory information from boards and commissions. Without board and commission advice, insight and energy, Sunnyvale would not be the quality community it is today.

The City of Sunnyvale has 10 advisory Boards and Commissions: Arts Commission; Bicycle and Pedestrian Advisory Committee; Board of Building Code Appeals; Board of Library Trustees; Child Care Advisory Board; Heritage Preservation Commission; Housing and Human Services Commission; Parks and Recreation Commission; Personnel Board; Planning Commission. (Council also appoints one Sunnyvale resident to serve on the Advisory Council to the Council on Aging of Silicon Valley).

For more information about the Boards and Commissions Program, current openings, and an application, please visit our website at [www.boardsandcommissions.inSunnyvale.com](http://www.boardsandcommissions.inSunnyvale.com) or call the Office of the City Clerk 408-730-7595.

## Economic Development Staff

Karen L. Davis  
Economic Development Manager  
408-730-7628

Connie Verceles  
Business Development Manager  
408-730-7256

Brice McQueen  
Business Development Manager  
Redevelopment/Office & Industrial  
408-730-7284

Maria Rodriguez  
Administrative Analyst  
408-730-7702

E-mail: [econdev@ci.sunnyvale.ca.us](mailto:econdev@ci.sunnyvale.ca.us)  
Fax: 408-328-0707